

EXPORT PASSPORT



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EXPORT PASSPORT EXPORTING TO THE EUROPEAN UNION

INTRODUCTION

All CARICOM Member States and the Dominican Republic currently enjoy duty free and quota free access to the European Union (EU) for practically their entire commodity based exports. However, this preferential access to the EU market can only be enjoyed if the relevant export commodities meet the various legislative, certification and other requirements applicable in the EU.

Through this Export Passport which focuses on exporting fruits and vegetables (and their by-products) to the EU, we are hoping to assist Caribbean exporters in identifying the requirements for entering the EU market, particularly the traditional markets of Germany, France, the United Kingdom (UK), Denmark and the Netherlands in addition to emerging markets Poland, Romania and Czech Republic.

This Passport will highlight the following information, inter alia:

- Legislation for Market Entry;
- Private & Voluntary Certification Schemes;
- Market Trends;
- Labelling & Packaging
- Logistics & Supply Chain Issues;
- INCOTERMS; and
- Export Diagnostic Exercise
- Indicative Shipping Routes
- Role of IP in international trade
- Useful website links
- Buyers Guide

LEGISLATIVE REQUIREMENTS FOR MARKET ENTRY

EU wide legislation sets the basis for each of its Member States. As such, this section will focus on EU legislative requirements with respect to food safety, marketing, labeling and packaging of food. Essentially, failure to meet these regulations would result in products being denied entry to the EU.

Food Safety

As it relates to food safety, the EU places a premium on the overall health of its consumers. Therefore, legal requirements focus on a “farm to fork” approach to food safety meaning that food must be traceable throughout the supply chain.

Important European pieces of legislation and directives related to food are:

- The General Food Law (Regulations (EC) 178/2002)
 - http://ec.europa.eu/food/food/foodlaw/principles/index_en.htm
- Hygiene of foodstuffs (Regulations (EC) 852/2004; 853/2004; 854/2004)
 - http://ec.europa.eu/food/food/biosafety/hygienelegislation/comm_rules_en.htm
- Quality standards for the marketing of fresh fruit and vegetables (Regulation (EC) 2200/96)
 - http://europa.eu/legislation_summaries/agriculture/agricultural_products_markets/l11_065_en.htm
- Official Controls (Regulation (EC) 882/2004)
 - <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CONSLEG:2004R0882:20060525:EN:PDF>
- Pesticide Residue (Regulation (EC) 915/2010)
 - <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2010:269:0008:0018:EN:PDF>
- Maximum Residue Levels (MRLs) in Foodstuffs (Regulation (EC) 396/2005);
 - <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2005:070:0001:0016:en:PDF>
- Contaminants in Food (Regulation (EC) 1881/2006);
 - <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CONSLEG:2006R1881:20100701:EN:PDF>
- Microbiological Contamination of Foodstuffs (Regulation (EC) 2073/2005).

- <http://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=OJ:L:2005:338:0001:0026:EN:PDF>

Table One (1) below provides a synopsis of the main principles governing the various pieces of EU food law:

TABLE 1: Synopsis of EU Food Safety Legislation

<p><u>General Food Law</u></p> <p>Food law, both at national and EU level, establishes the rights of consumers to safe food and to accurate and honest information. The General Food Law speaks to traceability which is defined as the ability to trace and follow food, feed, and ingredients through all stages of production, processing and distribution. The Regulation contains general provisions for traceability which cover all food and feed, all food and feed business operators. However, the requirement for traceability is limited to ensuring that businesses are at least able to identify the immediate supplier of the product in question and the immediate subsequent recipient.</p>	<p><u>Hygiene of Foodstuffs</u></p> <p>The hygiene rules take account of the following principles:</p> <ul style="list-style-type: none"> ▪ Primary responsibility for food safety is borne by the food business operator; ▪ Food safety must be ensured throughout the food chain, starting with primary production; ▪ The application of HACCP principles as a valuable instrument to aid food business operators at all levels of the food chain; 	<p><u>Maximum Residue Levels</u></p> <p>MRLs are the upper legal levels of a concentration for pesticide residues in or on food or feed based on good agricultural practices. The Regulation seeks to ensure the lowest possible consumer exposure to pesticides.</p> <p>In order to comply with the MRL Regulation, producers must be aware of the properties of the active substances used in any pesticide as well as the residue levels.</p> <p>Residues should be at or below the default level of 0.01 milligrams per kilogram.</p>
<p><u>Contaminants in Food</u></p> <p>Contaminants are substances that have not been intentionally added to food. The basic principles of the legislation dictate that:</p> <ul style="list-style-type: none"> ▪ food containing a 	<p><u>Microbiological Contamination of Foodstuffs</u></p> <p>In order to export food products to the EU, they should not contain micro-organisms in levels that exceed the threshold limits established in EU legislation (threshold limits vary</p>	<p><u>Quality Standards for the Marketing of Fresh Fruits & Vegetables</u></p> <p>All fruit and vegetables should comply with the general marketing standard which exists to facilitate trade based on fair competition and to prevent both</p>

<p>contaminant to an amount unacceptable from the public health viewpoint and in particular at a toxicological level, shall not be placed on the market;</p> <ul style="list-style-type: none"> ▪ contaminant levels shall be kept as low as can reasonably be achieved following recommended good working practices; ▪ To protect public health. maximum levels have been set for nitrate, mycotoxins aflatoxins, ochratoxin A, patulin, deoxynivalenol, zearalenone, fumonisins), metals (lead, cadmium, mercury, inorganic tin), 3-MCPD, dioxins and dioxin-like PCBs and polycyclic aromatic hydrocarbons (benzo(a)pyrene). 	<p>according to the microorganism). Micro-organisms refer to bacteria, viruses, yeasts, moulds, algae, parasitic protozoa, microscopic parasitic helminths (and their toxins) and metabolites. A well known, but dangerous micro-organism is salmonella. The threshold limit for salmonella is 25g for both ready-to-eat fruits & vegetables and unpasteurised fruits & vegetables.</p> <p>It is highly likely that an EU buyer would demand HACCP certification on the part of a Caribbean exporter as HACCP compliance would give a strong indication that an exporter produces in accordance with the highest levels of international food safety best practice.</p>	<p>traders and consumers from being misled.</p> <p>Under this Regulation specific marketing standards are set down for apples, pears, citrus fruit, strawberries, kiwifruit, sweet peppers, lettuces, curled leaved & broad-leaved endives, table grapes, peaches & nectarines and tomatoes.</p> <p>The specific marketing standards for these products set down minimum quality requirements, define classification criteria and in certain instances set presentation provisions. In addition, the specific marketing standards require clear labelling of country of origin as well as quality class and, in some cases, product variety / commercial type and / or sizing.</p> <p>All fresh fruit and vegetables not covered by a specific marketing standard must conform to the General Marketing Standard. The General Marketing Standard sets minimum quality requirements, minimum maturity requirements and also mandates that the name of the country of origin be clearly marked on the product.</p>
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More information can be sourced from the European Food Safety Authority Website at: <http://www.efsa.europa.eu/>



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National legislations for the specific EU member country should also be considered when exporting because EU legislation is not always harmonized with national legislations. Below we have outlined the competent authority / competent bodies which can provide the relevant legislation related to food. This contact information was obtained from the EU Export Helpdesk - http://exporthelp.europa.eu/thdapp/index_en.html .

Denmark: Competent authority / competent bodies

Ministeriet for Fødevarer, Landbrug og Fiskeri (Ministry of Food, Agriculture and Fisheries)
Fødevarestyrelsen (Danish Veterinary and Food Administration)
Stationsparken 31-33
DK-2600 Glostrup
Tel: (+45) 7227 69 00
Fax: (+45) 7227 65 01
E-mail: fvst@fvst.dk
Website: <http://www.foedevarestyrelsen.dk>

Czech Republic: Competent authority / competent bodies

Ministerstvo zemědělství ČR (Ministry of Agriculture of the Czech Republic)
Státní zemědělská a potravinářská inspekce (Czech Agriculture and Food Inspection Authority)
Květná 15
CZ-603 00 Brno
Tel: (+420) 543 540 111
Fax: (+420) 543 540 202
E-mail: sekret.oklc@szpi.gov.cz
Website: <http://www.szpi.gov.cz>

Ústav zemědělské ekonomiky a informací (Institute of Agriculture Economics and Information)
Slezská 7
120 56 Praha 2
Tel: (+420) 227 010 111
Fax: (+420) 227 010 114
E-mail: uzpi@uzpi.cz
Website: <http://www.uzpi.cz>

France: Competent authority / competent bodies

Ministère de l'Économie et des Finances (Ministry of Economy and Finance)
Direction générale de la Concurrence, de la Consommation et de la Répression des fraudes - DGCCRF (Directorate General for Competition, Consumer Affairs and Anti-fraud)
Service de la Protection des consommateurs et de la régulation des marchés (Service for Consumer Protection and Market Regulation)
Sous- direction Des Produits alimentaires et des marchés agricoles et alimentaires (Sub-Division of Foodstuffs and Agricultural and Food Markets)
59,boulevard Vincent-Auriol
F-75703 Paris Cedex 13





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Tel: (+33) 1 44 97 23 47

Fax: (+33) 1 44 97 30 39

E-mail: sous-direction-4@dgccrf.finances.gouv.fr / jean-louis.gerard@dgccrf.finances.gouv.fr

Website: http://www.dgccrf.bercy.gouv.fr/consommation/information_consommateurs

Agence nationale de sécurité sanitaire de l'alimentation, de l'environnement et du travail (French Agency for Food, Environmental and Occupational Health and Safety)

27/31 avenue du général Leclerc

BP 19

F-94701 Maisons-Alfort

Tel: (+33) 1 49 77 13 50

Fax: (+33) 1 49 77 26 26

E-mail: questions@anses.fr

Website: <http://www.anses.fr/>

Germany: Competent authority / competent bodies

Bundesanstalt für Landwirtschaft und Ernährung - BLE (Federal Agency for Agriculture and Food)

Abteilung 5, Agrarmarkt- und Außenhandelsregelungen, Fischerei, Ernährung (Department 5, Agricultural market and foreign trade regulations, fisheries, food)

Deichmanns Aue 29

DE-53107 Bonn

Tel: (+49) 228 99 6845 3407

Fax: (+49) 228 99 6845-3444

E-mail: info@ble.de

Website: <http://www.ble.de>

Bundesministerium für Ernährung, Landwirtschaft und Verbraucherschutz - BMELV (Federal Ministry of Food, Agriculture and Consumer Protection)

Abteilung 3 Ernährung, Lebensmittelsicherheit, Tiergesundheit (Department 3 Nutrition, Food safety, Animal Health)

Unterabteilung 32 Sicherheit der Lebensmittelkette (Subdepartment 32 Safety of the Food Chain)

Postfach 140270

DE-53107 Bonn

Tel: (+49) 228 99 529 4641

Fax: (+49) 228 99 529 4162

E-mail: ual32@bmelv.bund.de

Website: <http://www.bmelv.de>

Netherlands: Competent authority / competent bodies

Ministerie van Volksgezondheid, Welzijn en Sport (Ministry of Public Health, Well-being and Sport)

DG Volksgezondheid (DG Public Health)

Directie Volksgezondheid, Gezondheidsbescherming en Preventie (VGP) (Direction Public Health, Health Protection and Prevention)

Afd. Voeding en Voedselveiligheid (Department of Food and Food Safety)





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Postbus 20901
NL-2500 EX The Hague
Tel: (+31) 77 465 67 67
Fax: (+31) 70 351 7895
E-mail: <https://www.rijksoverheid.nl/contact/contactformulier>
Website: <http://www.rijksoverheid.nl/ministeries/vws>

Nederlandse Voedsel en Waren Autoriteit - NVWA (Dutch Food and Consumer Products Safety Authority)
Postbus 43006
NL-3540 AA Utrecht
Tel: (+31) 88 223 33 33
Fax: (+31) 88 223 33 34
E-mail: info@nvwa.nl
Website: <http://www.nvwa.nl>

Poland: Competent authority / competent bodies

Ministerstwo Zdrowia (Ministry of Health)
ul. Miodowa 15
PL-00-952 Warszawa
Tel: (+48) 22 634 96 00
Fax: (+48) 22 634 92 13
E-mail: kancelaria@mz.gov.pl
Website: <http://www.mzios.gov.pl/>

Główny Inspektorat Jakości Handlowej Artykułów Rolno-Spożywczych (The Agricultural and Food Quality Inspection)
ul. Wspólna 30
PL-00-930 Warszawa
Tel: (+48) 22 623 29 00 / 22 623 29 01
Fax: (+48) 22 623 29 98 / 22 263 29 99
E-mail: sekretariat@ijhars.gov.pl
Website: <http://www.ijhars.gov.pl/>

Romania: Competent authority / competent bodies

Autoritatea Națională pentru Protecția Consumatorilor (National Authority for Consumers Protection)
B-dul Aviatorilor, nr. 72, sector 1
RO-011865 București
Tel: (+40) 21 312 12 75
Fax: (+40) 21 31 43 462
E-mail: office@anpc.ro
Website: <http://www.anpc.gov.ro/anpc/index.php>

Ministerul Sănătății (Ministry of Health)
Intr. Cristian Popișteanu, nr. 1-3, sector 1





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RO-010024, București
Tel: (+40) 21 307 25 00 / 21 307 25 24
Fax: (+40) 21 307 25 13
E-mail: dirrp@ms.ro
Website: <http://www.ms.gov.ro/>

Ministerul Agriculturii și Dezvoltării Rurale (Ministry of Agriculture and Rural Development)
B-dul Carol I, nr. 24, sector 3
RO – 020921, OP 37, București
Tel: (+40) 21 307 23 00
Fax: (+40) 21 307 85 84
E-mail: relatii publice@madr.ro
Website: <http://www.madr.ro/>

UK: Competent authority / competent bodies

England and Wales

Department for Environment, Food and Rural Affairs (DEFRA)
Rural Payments Agency (RPA)
Trader Scheme Management Unit - Fruit and Vegetables Section (External Trade)
Trader Schemes - Room 206
RPA Newcastle
Lancaster House
Newcastle upon Tyne, NEA 7YH
Tel: (+44) 0191 226 5207 / 5289 /5278
Fax: (+44) 0191 226 5182
E-mail: fruitvegimports@rpa.gsi.gov.uk
Website:
<http://rpa.defra.gov.uk/rpa/index.nsf/UIMenu/9C23B1F233BB46BF80256F72003D6A05?Opendocument>

Scotland

Scotland's Environmental and Rural Services (SEARS)
Farming and Rural Issues
Room 324A Pentland House
47 Robb's Loan
Edinburgh EH14 1TY
Tel: (+44) 0845 774 1741 / 0131 556 8400
Fax: (+44) 0139 779 5001
E-mail: ceu@scotland.gsi.gov.uk
Website: <http://www.scotland.gov.uk/Topics/farmingrural/Agriculture/plant/17536/FruitVeg>

Northern Ireland

Department of Agriculture and Rural Development Northern Ireland (DARDNI)
Dundonald House
Upper Newtownards Road
Belfast BT4 3SB





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Northern Ireland, UK
Tel: (+44) 0289 037 8418 / 0300 200 7843
E-mail: dardhelpline@dardni.gov.uk
Website: <http://www.dardni.gov.uk/index.htm>

Food Standards Agency (FSA)
Food Labelling and Standards Division
Aviation House, Room 115C
125 Kingsway
London WC2B 6NH
United Kingdom
Tel: (+44) 0207 276 8000
E-mail: helpline@foodstandards.gsi.gov.uk
Website: <http://www.food.gov.uk>



PRIVATE AND VOLUNTARY CERTIFICATION SCHEMES

The Caribbean Regional Organisation for Standards and Quality (CROSQ) is the regional centre for promoting efficiency and competitive production in goods and services, through the process of standardization and the verification of quality. Information on the individual Caribbean national standards bodies can be found at www.crosq.org.

In addition to EU legislative requirements, some buyers might indicate a preference for compliance on the part of the exporter with other requirements. Very often, buyers requesting additional requirements may be focusing on niche market opportunities in the EU. Some of the requirements often preferred by some EU buyers are highlighted below. This is not an all inclusive list and a useful tool for exporters is ITC Standards Map - www.standardsmap.org.

- **BRITISH RETAILER CONSORTIUM (BRC)** - The BRC Global Standards are a leading global safety and quality certification programme, used throughout the world by over 17,000 certificated suppliers in 90 countries through a network of over 80 accredited and BRC recognised Certification Bodies. The BRC Global Standards are widely used by suppliers and global retailers. They facilitate standardization of quality, safety, operational criteria and manufacturers' fulfillment of legal obligations. They also help provide protection to the consumer.

Source: Additional information about BRC can be found at <http://www.brcglobalstandards.com/>.

- **CODEX ALIMENTARIUS:** The Codex Alimentarius, or the food code, has become the global reference point for consumers, food producers and processors, national food control agencies and the international food trade. The code has had an enormous impact on the thinking of food producers and processors as well as on the awareness of the end users – the consumers. Its influence extends to every continent, and its contribution to the protection of public health and fair practices in the food trade is immeasurable.

Source: More information on Codex Alimentarius is available at www.codexalimentarius.org.

- **FAIRTRADE:** According to Fairtrade International, Fairtrade is an alternative approach to conventional trade that is based on a partnership between producers and consumers. Fairtrade offers producers a better deal and improved terms of trade. This allows them the opportunity to improve their lives. Fairtrade also offers consumers a means to reduce poverty through their every day shopping.

Fairtrade international notes that when a product carries the FAIRTRADE Mark it suggests that the producers and traders have met Fairtrade Standards. These standards are designed to

address the imbalance of power in trading relationships, unstable markets and the injustices of conventional trade.

For more information on fair-trade, see: <http://www.fairtrade.net>

- **GLOBALGAP:** GLOBALGAP is a private organisation that establishes voluntary standards through which agricultural products can be certified all over the world. In essence, GLOBALGAP aims to promote good production practices in the agricultural sector to ensure food safety. According to the Centre for the Promotion of Imports from Developing Countries, GLOBALGAP is now the most non-legal requirement for entering the EU market.

GLOBALGAP focuses on pesticide residue levels in produce, animal welfare in livestock and social responsibility issues focusing specifically on worker health and safety. GLOBALGAP also covers the entire production process – from seeds or nursery plants to all subsequent farming activities up to the point where the product leaves the farm or production unit.

More information on GLOBALGAP is available at: www.globalgap.org.

- **HAZARD ANALYSIS CRITICAL CONTROL POINT (HACCP):** HACCP has become the universally recognized and accepted method for food safety assurance and preventing cases of food-borne diseases.

HACCP is based on seven principles which have to be included in a HACCP plan once an entity decides to pursue HACCP certification. The seven principles are:

- Analyze the hazards
- Identify the Critical Control Points
- Establish critical limits
- Establish monitoring procedures
- Establish corrective actions
- Establish record keeping procedures
- Establish verification procedures

More information on HACCP is available through the World Health Organisation at: http://www.who.int/foodsafety/fs_management/haccp/en/

- **INTERNATIONAL FEATURED STANDARDS (IFS):** IFS Standards are developed for and through all involved parties in the supply chain, which would like to use uniform standards to ensure safety and quality of food and non-food products and related services. IFS Standards help to comply with all legal food and non-food safety and quality requirements and give common and



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transparent standards to all concerned suppliers and service providers as well as a concrete and strong answer to the high safety and quality expectations of customers.

Source: More information about IFS is available at www.ifs-certification.com.

- **ISO 22000 – FOOD SAFETY MANAGEMENT:** The ISO 22000 family of International Standards addresses food safety management. The consequences of unsafe food can be serious and ISO's food safety management standards help organizations identify and control food safety hazards. As many of today's food products repeatedly cross national boundaries, International Standards are needed to ensure the safety of the global food supply chain. The ISO 22000 family contains a number of standards each focusing on different aspects of food safety management.

Source: More information on ISO 22000 Food Safety Management is available at <http://www.iso.org/iso/home/standards/management-standards/iso22000.htm>

- **RAINFOREST ALLIANCE:** The Rainforest Alliance works to conserve biodiversity and improve livelihoods by promoting and evaluating the implementation of the most globally respected sustainability standards. The Alliance carries three distinct seals:
 - Rainforest Alliance Certified Seal is awarded to farms and forestlands that meet the rigorous, third-party standards of the Sustainable Agriculture Network or the Forest Stewardship Council.
 - Rainforest Alliance Verified Mark is awarded to forest carbon, tourism, and certain forestry enterprises and projects that meet criteria developed (or endorsed) by the Rainforest Alliance.
 - Rainforest Alliance Logo may be used to denote a cause marketing relationship, a SmartSource or other formal sourcing agreement, or for illustrative purposes.

Additional Information on Rainforest Alliance can be found at: <http://www.rainforest-alliance.org/>.



MARKET TRENDS

There are a number of trends currently driving the fresh fruits and vegetables market in the EU. These are detailed below:

- **Healthy Lifestyles:** The Centre for the Promotion of Imports from Developing Countries (CBI) predicts that in the coming years, the importance of communication on the health benefits of fruits and vegetables will increase. CBI also predicts that the introduction of “super fruits and vegetables” will also increase. These “super” products include a variety of berries (raspberry, goji berry, cranberry, acai berry or blueberry), pomegranate and papaya. Super fruits with good taste are said to be particularly interesting as they tend to appeal to higher end consumers. However, given that super vegetables are also produced in Europe, CBI indicates that these will be less interesting commodities in the EU market.
- **Pure & Natural:** The demand for pure and natural and organic products is increasing, particularly in the North-western EU countries of the United Kingdom, Ireland, Norway and Denmark. Essentially, EU consumers tend to associate pure, natural and organic fruit and vegetables to better taste and health.
- **Social Responsibility:** Fairtrade, ethical standards, rainforest alliance and other similar types of social responsibility programmes have become integral (and increasingly so) to EU buyers and consumers. In essence, the modern and more informed EU consumer is increasingly concerned about the origin of their goods and issues such as sustainability and social and environmental responsibility. According to the CBI, in order to maintain market access in the EU’s highest market segments, producers will be required to have sustainability certification.
- **Food Safety:** According to CBI, strict compliance with MRLs and microbial contamination are already preconditions to market entry in the EU. Tracking and tracing of food (HACCP) is becoming increasingly important as well as safety (GLOBALGAP) in order to ensure that fresh fruits and vegetables are safe for consumption.
- **Ripening:** The EU has seen improvements in the ripening processes for fruits and vegetables such as mangoes, avocados and pineapples among others. Therefore, several fruits and vegetables can be exported to the EU in an unripe condition as opposed to being picked and shipped ripe or semi-ripe.
- **Economic Considerations:** The global economic crisis has been especially harsh on several parts of the EU. As a result, many consumers have become price sensitive and as reported by CBI, more of them are increasingly looking for discounted products. However, there are still some “bright spots” in the EU. For instance, the demand for premium products is still growing and economies such as Germany’s remain relatively strong. Furthermore, despite the sluggish nature



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of markets in mainly Southern Europe (namely Greece, Italy, Portugal, Spain etc.), economies in some parts of Eastern Europe (such as Czech Republic, Poland, Hungary etc.) are expected register increased demand for fresh fruits and vegetables.

- **Niche Products:** The CBI reports that there is a growing market for niche products in the EU, particularly in the high end market. These niche products will include organic commodities or commodities which carry special marks or certifications such as Rainforest Alliance and or Fairtrade Certification.

Based on information from CBI, several considerations for action on the part of fresh fruit and vegetable exporters are included in Table 2 below:

Table 2: Considerations for Exporters

Social Market Drivers	<ul style="list-style-type: none"> • Know the added value of your product and communicate through packaging and story-telling. Be aware of food health and nutritional claims legislation in the EU. • Get certified and be organized before exporting. Pay special attention to cleaning and decontaminating equipment, containers and vehicles. For better understanding, learn why regulations are necessary. • Work together with importers on tracking and tracing systems. • Invest in corporate social responsibility in order to enter the European market in the future and increase the value of your product.
Technological Market Drivers	<ul style="list-style-type: none"> • In order to ensure good taste, you need good logistics and seasonal planning. Use the superlative taste of your product as a marketing tool, on packaging, or through magazines or the internet. • Share grower and post-harvest information on products. Be familiar with taste preferences per country or region.
Economic Market Drivers	<ul style="list-style-type: none"> • Choose your strategy - focus on bulk production or specialize in premium, high end products. • Invest in your European contacts and look for possibilities to extend exports to emerging European economies, e.g. visit trade fairs or invite importers and retailers for plantation visits.
Environmental Market Drivers	<ul style="list-style-type: none"> • Be certified and get organized as producers before exporting to the EU. Be professional as you are only as strong as your weakest link. • Tell the “story” behind the product and detail the added value through labelling and public relations. • Use indirect communication outlets, such as women’s magazines and cooking programmes to draw attention to your product.
Political Market Drivers	<ul style="list-style-type: none"> • Keep up to date with European rules and regulations concerning food safety, genetic modification and phytosanitary controls (e.g. www.efsa.europa.eu). • Rules can vary between countries and regulations tend to be stricter than the general EU rules in north-western EU countries.

Source: CBI



LABELLING & PACKAGING REQUIREMENTS

Labelling

Directive 2000/13/EC on labelling, presentation and advertising of food outlines the key requirements such as general rules on food labelling and rules for specific foods. Useful information about food labelling can be found at http://ec.europa.eu/food/food/labellingnutrition/foodlabelling/index_en.htm. It is mandatory that labelling is in a language easily understood by consumers, such as the official language of the member state where the commodity will be sold.

Each carton of produce must be marked with the following information:

- A. **Identification:** The name and the address of the packer and the dispatcher must be included on the label.
- B. **Type of produce:** The name of the produce must be included if the produce is not visible from the outside of the packaging. Including the name of the variety on the label is optional.
- C. **Origin of produce:** The country of origin is mandatory on the label. However, naming the local place, the district, or the region where product is grown is optional.
- D. **Commercial specifications:** The class and size, expressed by the minimum and maximum weight of the fruit, are required. Listing the number of fruits in the package is optional.
- E. **Official control mark:** An official control mark is optional.

It is important to also recognize and comply with national legislation on labelling and packaging. The following chart provides information on the legislation for the main identified markets of focus.

Country	Legislation
Czech Republic	<ul style="list-style-type: none"> • Zákon, o potravinách a tabákových výrobcích a o změně a doplnění některých souvisejících zákonu (č. 110/1997 Sb.), 24. 4. 1997 (Law on Foodstuffs and Tobacco Products) • Vyhláška o způsobu označování potravin a tabákových výrobků (č. 113/2005 Sb.), 4. 3. 2005 (Edict on the Labelling of Foodstuffs and Tobacco Products) • Vyhláška, kterou se stanoví požadavky pro mléko a mléčné výrobky, mražené krémy a jedlé tuky a oleje (č. 77/2003 Sb.), 6. 3. 2003 (Edict on the Requirements of Milk, Dairy Products, Frozen Products, Oils and Fats)
Denmark	<ul style="list-style-type: none"> • Bekendtgørelse 1308 of 14/12/2005. Order on the labelling of foodstuffs. (Lovtidende A of 23/12/2005) • Vejledning 9036 of 11/02/2011. Guidelines on Labelling of Foodstuffs with Alergenic Components. (Lovtidende A of 12/02/2011) • Bekendtgørelse 910 of 24/09/2009. Order on nutritional information in packed foodstuffs. (Lovtidende A of 30/09/2009) • Vejledning 9027 of 04/02/2011. Guidelines on nutritional information in packed foodstuffs. (Lovtidende A of 05/02/2011)

France	<ul style="list-style-type: none"> Code de la Consommation (Code of Consumer Protection), Partie Réglementaire - Décrets en Conseil d'Etat, Livre I, Titre I, Chapitre II
Germany	<ul style="list-style-type: none"> Gesetzbuch über Lebensmittel-, Bedarfsgegenstände- und Futtermittel (LFGB)-BGBI Nr. I 2005, 2618, (3007), 01.09.2005 (Food, Commodities and Feed Code) Verordnung über Lebensmittel-Kennzeichnung - LMKV BGBI Nr. I 1981, 1625, 1626), 22.12.1981 (Order on Labelling of Foodstuffs) Verordnung zur Regelung bestimmter Fragen der amtlichen Überwachung des Herstellens, Behandelns und Inverkehrbringens von Lebensmitteln tierischen Ursprungs (Tier-LMÜV) BGBI. I S. 1816, 1864 08/08/2007 (Order to regulate certain matters of official control of the creation, handling and marketing of food of animal origin)
Netherlands	<ul style="list-style-type: none"> Warenwet (Law of 21/04/1988 on food and commodities, stb. 1988, 360) Warenwetbesluit Etikettering van levensmiddelen (Decree concerning the Commodities Act Decree on the Labelling of foodstuffs of 10/12/1991, stb. 1992, 14)
Poland	<ul style="list-style-type: none"> Marketable Quality of Agricultural and Food Act (Ustawa o jakości handlowej artykułów rolno-spożywczych), of 21 December 2000 (Dz. U. No 5, item 44, Consolidated Text Dz. U. 2005 No 187 item 1577) Regulation of the Ministry of Agriculture and Rural Development on Labelling of Foodstuffs (Rozporządzenie Ministra Rolnictwa i Rozwoju Wsi w sprawie znakowania środków spożywczych), of 01 August 2007)
Romania	Hotărâre nº 106 of 7/02/2002 regarding the labelling of foodstuffs. (MO Nº 147 of 27/02/2002)
United Kingdom	<ul style="list-style-type: none"> The Food Labelling Regulations 1996 (SI No. 1499 of 1996) The Food Labelling (Northern Ireland) Regulations 1996 (SR No 383 of 1996) The Food Labelling (Declaration of Allergens) (England) Regulations 2011 (SI No. 402 of 2011) The Food Labelling (Declaration of Allergens) Regulations (Northern Ireland) 2011 (SR No. 45 of 2011) The Food Labelling (Declaration of Allergens) (Scotland) Regulations 2011 (SSI No. 152 of 2011) The Food Labelling (Declaration of Allergens) (Wales) Regulations 2011 (SI No. 465 (W. 70) of 2011)

Source: EU Export HelpDesk

Packaging

EU standards dictate that the materials used inside the package must be clean and of a quality which does not cause any external or internal damage to the produce. The use of materials, particularly of paper or stamps bearing trade specifications is allowed provided that the printing or labelling has been done with non-toxic ink or glue. Stickers can also be individually affixed to a produce, however, such stickers must neither leave visible traces of glue nor damage the produce when removed.

Additionally, packages must be free of all foreign matter. However, in some cases, the EU will permit stem leaves to remain on a produce.

The EU also requires all imported Wood Packaging Materials (WPM) to comply with the Food and Agricultural Organisation (FAO) International Standard for Phytosanitary Measures (ISPM 15). ISPM15 lays down guidelines for WPM in international trade. According to EU Directive 2004/102/EC, all WPM entering the EU from exporting countries must fulfil these requirements:

- A. It must be either heat treated or fumigated with methyl bromide in line with the ISPM15 procedures.
- B. It must be officially marked with the ISPM15 stamp.
- C. Since January 2009, all WPM imported into the EU has to be debarked. Essentially, WPM has to be debarked when imported to the EU. However, it may contain pieces of bark as long as the width is less than 3 cm regardless of the length. If the piece of bark is wider than 3 cm but the total area is less than 50 cm², it is considered debarked.
- D. WPM from outside the EU must be marked with the official ISPM15 stamp. This stamp is a universally recognizable, non-language specific IPPC logo with three codes for the country, producer and treatment measure applied.

LOGISTICS & SUPPLY CHAIN ISSUES

In the EU, fruits and vegetables are generally imported via specialized trade wholesalers or importers who often have direct relations with producers and retailers. However, small scale producers would tend to supply intermediaries. Some of these intermediaries are listed below¹:

- **Agents:** Agents maintain contact with suppliers in exporting countries, gather the produce for transport, and procure produce for their EU customers. Agents do not trade products on their own account and often ask for exclusivity. Some agents work on the basis of a commission on the sale price (margins around 10% or higher).
- **Importers:** Importers receive products directly from producers/exporters, often on a consignment basis. They clear goods received through customs and quality control checks and in some cases will take care of final packaging for retailers. Importers supply to wholesalers and sometimes large retailers and foodservice industry players. Importers that supply to retailers more often coordinate the flow of fruit and vegetables from origin to point-of sale. They play a more specialized role as quality controller and provide logistical services. Importers' margins are usually somewhere between 5% and 15% depending on their service level and the nature of the product traded. In most cases, importers have long-standing contacts with their suppliers.
- **Wholesalers:** Wholesalers buy their fruits and vegetables from importers, producers and auctions. Subsequently, products are distributed to specialist retailers, foodservice outlets and supermarkets.
- **Retailers:** Specialized retailers such as greengrocers sell fruits and vegetables substantial quantities in the EU. Retailers are increasingly operating through exclusive suppliers or preferred supplier relationships and long-term fixed contracts. The advantage of this trade channel is that it provides security for the supplier. However, these kinds of contracts limit flexibility in production and marketing because of the strict requirements often set by the contracting party. A 10% overall net margin is generally achieved by discounter retailers.
- **Supermarkets:** Supermarkets increasingly prefer pre-packed produce. Supermarkets try to maintain their margins of approximately 30%.
- **The foodservice channels:** These include restaurants, hotels and hospitals, etc. They tend to be buyers of high quality fruits and vegetables. Usually, they are supplied by specialist wholesalers and importers as opposed to direct imports from exporters.

¹ This information is compiled from a Sector Study Commissioned by the Barbados Private Sector Association titled: "Exporting to the EU – Fresh Foods: Fruits, Vegetables & Meats". Support for this study was provided by the Multilateral Investment Fund of the Inter-American Development Bank. The Lead Consultant was Ms. Lisa Callender.

There are also a number of issues that can affect the supply of fruits and vegetables to the EU on a consistent basis. These include:

Post-harvest handling

The distance of the Caribbean to the EU market can be a problem in trading some fruits and vegetables. In some instances, fruits and vegetables must be consumed quickly. As a result, exporting highly perishable commodities such as could be problematic. These may include some leafy vegetables such as callaloo, spinach and lettuce. To minimise this problem, refrigerated cargo or airlift could be used. However, these options are also more expensive than regular cargo.

Seasonality

Imports of fresh fruits and vegetables into the EU are most lucrative when there is no production in the EU due to changes in the weather pattern. Therefore, Caribbean producers should time their harvest to coincide with the periods when there is no production in the EU for the particular commodity.

Distribution chains

Supermarkets are increasingly buying directly from large farms, cooperatives and exporters, thereby eliminating intermediaries. Therefore, in order to meet the requirements of supermarkets that tend to purchase in very large quantities, producers should consider forming clusters and cooperatives to be able to satisfy demand and better compete with other producers from other parts of the world.

Diagrams 1 and 2 below provides a synopsis of the global value chain for fresh fruits and vegetables:

Diagram 1: Fruit and Vegetables Global Value Chain Segments

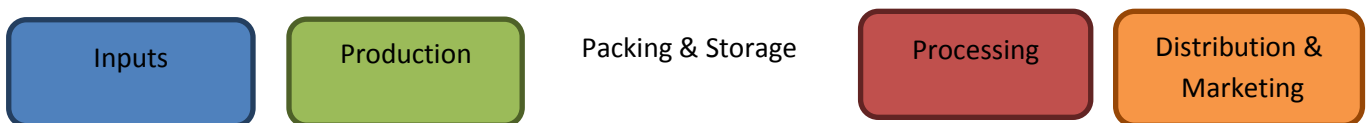
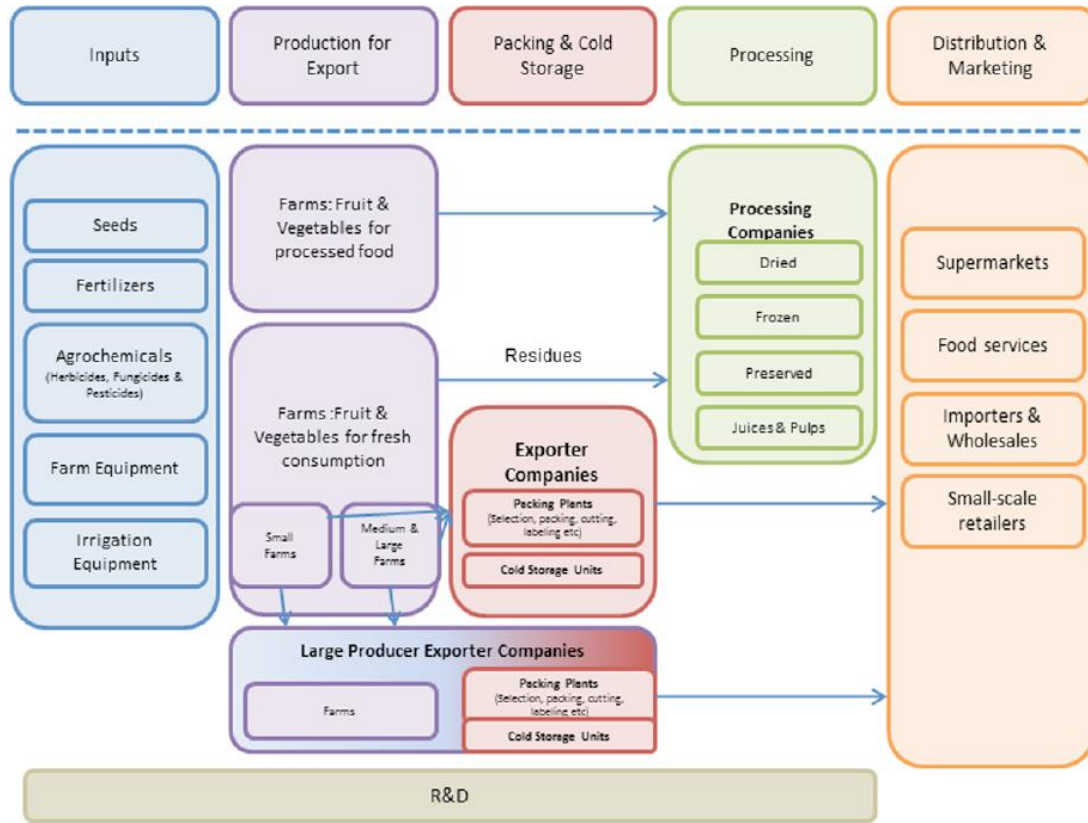


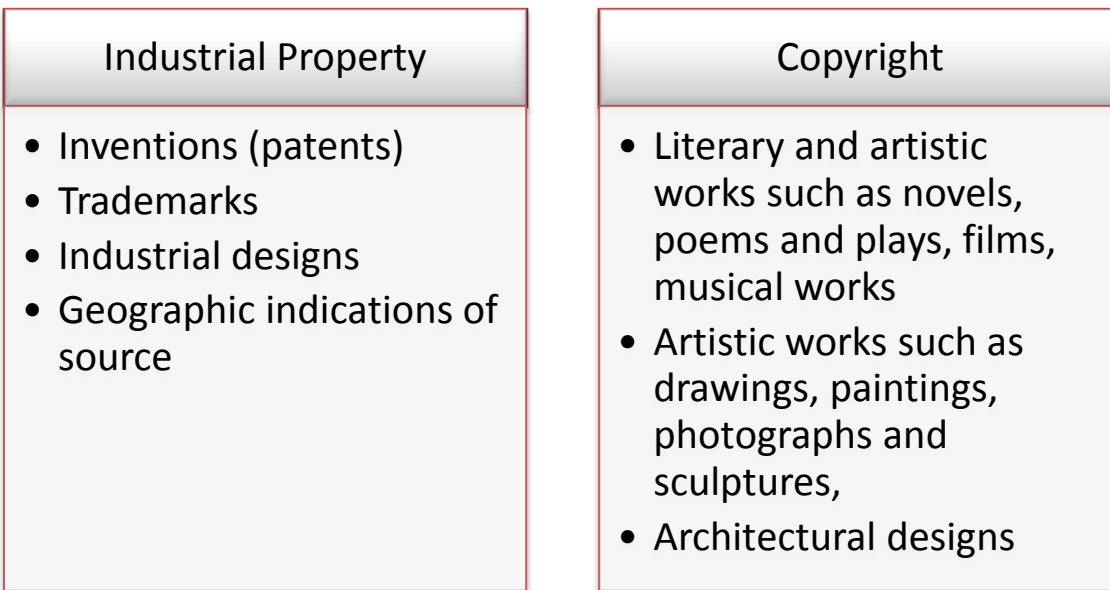
Diagram 2: Fruits & Vegetables Global Value Chain



Source: Fernandez-Stark

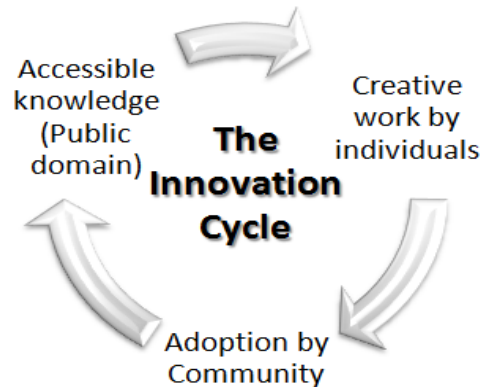
The Role of IP in Export

The World Intellectual Property Organisation (WIPO) promotes intellectual property throughout the world and administers various multilateral treaties. Intellectual property (IP) refers to creations of the mind: inventions, literary and artistic works, and symbols, names, images, and designs used in commerce. IP is divided into the following two categories.



To obtain information about IP exporters should consult with the relevant Intellectual Property Office - <http://www.wipo.int/directory/en/urls.jsp> . IP costs can be expensive and an example of pricing follows in the next section.

A helpful organisation for exporters is the Public Interest Intellectual Property Advisor (PIPPA), which was established as an independent international service and referral organization that can help fill the need for assistance by making the know-how of intellectual property professionals available to developing countries. - www.piipa.org



REGISTRATION OF TRADEMARKS INTERNATIONAL SCHEDULE OF CHARGES AND FEES – 2012-2013		
TERRITORY	DESCRIPTION	FEES- official fees are approximate
United Kingdom	To register One mark , One –Three Classes	600 GBP, valid for 10 years
EU 27/OHIM	to register a Trademark, one/three classes in ALL EU(27)	950 – 1,050euros
US	Cost to register a Trademark, one/three classes	1,000 USD, valid for 10 years
Canada	register a Trademark, one/two classes	\$600 Canadian, Valid for 15 years
CSME	to register a Trademark, one/three classes	No CSME registration...National registration required in each territory
Barbados	To register a Trademark, one class	\$560 – plus 205 Bdos , valid for 10 years
Brazil	to register a Trademark, one/two classes	475 BR, Valid for 10 years
China	to register a Trademark, one class	1000 GBP, Valid for 10 years (subject to cancellation if unused for 3 yrs.)
Cayman Islands	to register a Trademark, one/three classes	Free, You must have a UK trademark to register in Cayman Islands.
Bahamas	to register a Trademark, one/two classes	150USD, valid for 14 years from application
Colombia	to register a Trademark, one class	407 USD, Valid for 10 years
Panama	to register a Trademark, one class	100 Euros, Valid for 10 years from application
Ghana	to register a Trademark, one class	Valid 10 yrs. From filing
Nigeria	to register a Trademark, one class	Valid for 7 years
Japan	to register a Trademark, one class	10,000 Japan yen, valid for 10 years

Indicative Shipping Routes

A company will need to select different modes (sea, air, rail and truck) of transportation to determine the most optimal shipping route for exporting their product. The indicative shipping routes selection will vary depending on the availability, customer demand, order size, type of product and destination. To reach Europe from the Caribbean goods will need to be shipped by either air, which is expensive, or by sea. Transportation by sea is the most common mode of transportation and most important for exporters but in some cases air transport may be more relevant (ex: fresh produce). It is important to note, that the point of entry may not be the final destination and in most cases additional means of transportation will be needed for intra-European transportation to the final destination.

The following table provides a list of the seaports. This is not an all inclusive list but the main ports are provided.

Country	Port	Country	Port
Antigua & Barbuda	St. Johns Port	Czech Republic	Port of Praque and Port of Usti nad Labem
Bahamas	Freeport	Denmark	Port of Aarhus, Port of Esbjerg, Nyborg Terminal, Port of Copenhagen, Terminal Fredericia and Port of Tuborg
Barbados	Bridgetown	France	Port of Bordeaux, Port of Fos-sur-Mer, Port of Marseille, Port of Brest, Port of Dunkerque, Port of La Pallice, Port of Nantes – Saint Nazaire, Port of LeHavre and Port of Rouen
Belize	Port of Belize	Germany	Port of Bremen, Port of Bremerhaven, Port of Brunsbuttel, Port of Duisburg, Port of Emden, Port of Frankfurt, Port of Hamburg, Port of Kiel, Port of Lubeck
Dominica	Prince Rupert Bay / Portsmouth : Roseau: WoodBridge Bay	Netherlands	Port of Rotterdam, Port of Amsterdam, Port of Moerdijk, Scheveningen Port, Port of Vlaardingen
Dominica Republic	Arroyo Barril : Barahona : Boca Chica : Cabo Rojo : La Romana : Manzanillo : Palenque : Puerto Plata : Puerto Viejo De Azua : Rio Haina : Santo Domingo : San Pedro De Marcos	Poland	Port of Gdansk, Port of Gdynia, Port of Handlowy Swinouiscie and Port of Szczencin

Grenada	St. George	Romania	Port of Constantza and Port of Mangalia
Guyana	George Town	United Kingdom	Felixstowe Port, Port of Liverpool, Port of Southampton, Port of Grangemouth, Port of London, Port of Teesport, Port of Immingham, Thameport and Port of Tilbury
Haiti	Cap-Haitien: Port-Au-Prince	<p style="text-align: right;"><i>Source: Caribbean Shipping Association & World Port Source</i></p>	
Jamaica	Kingston : Montego Bay : Ocho Rios : Port Antonio : Port Esquivel : Port Kaiser : Port Rhoades : Rocky Point		
Saint Lucia	Port of Castries : Vieux Port		
Saint Vincent & the Grenadines	Campden Park : Kingstown		
Saint Kitts and Nevis	Basseterre(St Kitts)		
Suriname	Nieuwe Haven : Nieuwe Nickerie		
Trinidad & Tobago	Point Lisas : Port of Spain		

Carriers, shippers, freight forwarders and customer brokers can be useful suppliers to ensure a smooth shipping process when exporting goods. Customs Broker clears goods through customs by preparing documentation and paying duties on exports. Freight forwarders handle all your exporting and logistical requirements, such as negotiating rates with shipping lines, airlines, trucking companies, customs brokers and insurance firms. The following section provides information on a few carriers and shippers with website links to access information on routing.

Carriers & Shippers

- CMA CGM – In the world’s third largest container shipping group and the number one in France, operating out of over 650 offices and agencies in more than 150 countries with regular services on over 170 shipping lines. Routing finder - <http://www.cma-cgm.com/eBusiness/Schedules/RoutingFinder/Default.aspx>



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- Maersk Line, the global containerized division of the A.P. Moller – Maersk Group, is dedicated to delivering the highest level of customer-focused and reliable ocean transportation services. The Maersk Line fleet comprises more than 600 vessels and a number of containers corresponding to more than 3,800,000 TEU* . This ensures a reliable and comprehensive coverage worldwide.
Routing finder -
https://www.maerskline.com/appmanager/maerskline/public?_nfpb=true&_windowLabel=portlet_schedules_byLocation_1&portlet_schedules_byLocation_1_actionOverride=%2Fportlets%2Fchedules%2FchedulesByLocation%2FsearchResultDispatcher&_pageLabel=page_schedules_location
- Geest Line has fostered trade links between the UK and the Caribbean for more than 50 years and today carries more cargo between Europe and the Windward and Leeward islands than any other shipping line. Geest Line’s comprehensive network of island calls in the Caribbean also means that they can offer an efficient inter-island service. Their services run exclusively to the Caribbean. Source: www.geestline.com
- Caribbean Marine and P&I Services Limited - CariMar acts as the regional survey coordinator for the Dutch Shipping Line, Spliethoff B. V. for many ports of call throughout the Region. CariMar is also the regional coordinator in Jamaica, Trinidad, Guyana, Martinique, Dutch West Indies and Dominican Republic, for container surveys on behalf of ICSB - B. V. (International Container Survey Buro) a global company headquartered in Rotterdam. Source: <http://www.carimarpandi.com/>





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INCOTERMS

INCOTERMS are **IN**ternational **CO**mmercial **TERMS**, which are used as standard trade definitions for international sales contracts and recognized around the world. Exporters should be familiar with INCOTERMS and understand the associated risks, responsibility and costs when exporting goods.

	INCOTERMS® 2010 RULES CHART OF RESPONSIBILITY										
	Any Transport Mode		Sea/Inland Waterway Transport				Any Transport Mode				
	EXW	FCA	FAS	FOB	CFR	CIF	CPT	CIP	DAT	DAP	DDP
Charges/Fees	Ex Works	Free Carrier	Free Alongside Ship	Free On Board	Cost & Freight	Cost Insurance & Freight	Carriage Paid To	Carriage Insurance Paid To	Delivered at Terminal	Delivered at Place	Delivered Duty Paid
Packaging	Buyer or Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading Charges	Buyer	Seller*	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Delivery to Port/Place	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Export Duty & Taxes	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Origin Terminal Charges	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Loading on Carriage	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Carriage Charges	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller	Seller	Seller
Insurance						Seller		Seller			
Destination Terminal Charges	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller	Seller	Seller	Seller
Delivery to Destination	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller	Seller
Import Duty & Taxes	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Seller

Source: International Chamber of Commerce



INTERNATIONAL BUSINESS TRAINING®
 1-800-641-0920 www.i-b-t.net

This chart is designed to provide a basic level of understanding of Incoterms® 2010 Rules and Definitions. For a fuller explanation of the trade terms refer to the ICC website or visit www.i-b-t.net/incoterms.asp.

* Seller is responsible for loading charges, if the terms state FCA at seller's facility.

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EXPORT DIAGNOSTIC EXERCISE²

The following Diagnostic Exercise is from the Caribbean Export Development Agency (CEDA) Trade Guide for Specialty Food Sector Manual/Toolkit. CEDA increases the competitiveness of firms in CARIFORUM countries in selected sectors through market expansion, export diversification, investment and management and product development. More information about CEDA can be found at their website - www.carib-export.com.

1. Do you have an available product?

Yes

No

2. Do you have a product that has been successfully sold in the domestic market?

Yes

No

3. Do you have enough production capacity to meet local and export market demands?

Yes

No

4. Do you have the financial foundation to support your product in the export market?

Yes

No

5. Are you committed to the export process and prepared to dedicate staff, time and resources to the export effort?

Yes

No

6. Do you or anyone in your company have experience in exporting?

Yes

No

7. If no to 6 above, are you prepared to hire the relevant experts to help your company develop export capability?

Yes

No

8. Do you have sufficient knowledge in modifying your packaging and ingredients to meet the requirements of the export market and consumer tastes?

Yes

No

² Source: A Trade Guide for the Specialty Food Sector, Manual/Toolkit: Caribbean Development Export Agency 2011 completed under the CARTFund.

9. Do you have any knowledge or experience in transporting goods overseas whether by land, sea or air?
Yes
No
10. Have you hired or do you intend to hire a customs broker or freight forwarder?
Yes
No
11. Do you have satisfactory knowledge of export payment mechanisms and procedures?
Yes
No
12. Are you able to provide after-sales support in your overseas market?
Yes
No
13. Do you have a website, web page, Facebook and/or Twitter account?
Yes
No
14. Have you conducted any research on your target market?
Yes
No
15. Have you hired a sales representative/distributor/agent in the target market?
Yes
No
16. Do you have a partnership with a firm in the export market?
Yes
No
17. Is your product currently being marketed in the overseas market?
Yes
No
18. Have you translated all your promotional material and labels in the language of your export market?
Yes
No

19. Does your company currently have a recognised food safety standard such as Hazard Analysis and Critical Control Point (HACCP), International Standards Organisation (ISO), Food Safety System Certification (FSSC) or any other standard?

Yes

No

20. Did you research which food safety standard is applicable for your target export market?

Yes

No

21. Are you aware of all the necessary regulations as they relate to the labeling, food testing and packaging of your products in the export market?

Yes

No

The following table outlines the scoring classifications and recommendations to get ready, set and export.

Phase	Scoring Classification	Recommendation
Ready	If you answered “No” to 10 or more of the questions then you are not ready to export.	To get ready for your export market: <ul style="list-style-type: none"> • assess the advantages and disadvantages of exporting; • carefully analyze your strengths, weaknesses and opportunities and threats; and • develop an Export Plan.
Set	If you selected “Yes” for 10 to 15 of the questions, additional knowledge, experience and expertise related to export is required.	To get set for your export market: <ul style="list-style-type: none"> • seek advice and guidance for areas of weaknesses; • develop and/or strengthen your export plan; and • take proper precautions to mitigate risks.
Export	If you selected “Yes” for 15 to 21 of the questions you have a solid understanding and foundation to export.	You are likely an experienced exporter or very well prepared and ready to export. However, a good plan will vastly improve your company’s chances to mitigate risks and succeed in your identified export market(s). We recommend that an Export Plan be developed and if one currently exists then it should be updated.

WEBSITES & USEFUL LINKS

- Caribbean Export Development Agency - www.carib-export.com/
- Caribbean Regional Organisation for Standards - www.crosq.org
- Centre for the Promotion of Imports from Developing Countries: <http://www.cbi.eu/>
- COLEACP - www.coleacp.org/en
- Ethical Trading Initiative: <http://www.ethicaltrade.org/>
- European Union Food Safety Authority: <http://www.efsa.europa.eu/>
- EuroStat - <http://epp.eurostat.ec.europa.eu/portal/page/portal/eurostat/home>
- EU Export Help Desk: <http://exporthelp.europa.eu>
- EU legal texts can be found in the EURlex database: <http://eur-lex.europa.eu/>
- European Customs Information Portal: <http://ec.europa.eu/ecip>
- EU transport infrastructure - <http://ec.europa.eu/transport/infrastructure>
- Fairtrade: <http://www.fairtrade.net/>
- FAO (Food & Agriculture Organisation of the UN): www.fao.org
- GIZ: <http://www.giz.de/en/>
- GLOBALGAP: <http://www.globalgap.org>
- Hazard Analysis & Critical Control Point: http://www.who.int/foodsafety/fs_management/haccp/en/
- ICTSD (International Centre for Trade & Sustainable Development): www.ictsd.org
- International Federations of Customs Brokers Association (IFCBA): www.ifcba.org
- International Federation of Freight Forwarders Association (FIATA): www.fiata.com
- International Organization for Standardization (ISO) - www.iso.org
- ITC (International Trade Centre): www.intracen.org
- ITC Standards Map - <http://www.standardsmap.org/>
- OECD (Organisation for Economic Cooperation & Development) www.oecd.org
- RASFF database - <http://ec.europa.eu/food/food/rapidalert>
- Summaries of EU Legislation: http://europa.eu/legislation_summaries/index_en.htm
- Suriname Business Forum: www.surinamebusinessforum.org
- UN Comtrade Database – www.comtrade.un.org
- UNCTAD (UN Conference on Trade & Development): www.unctad.org
- World Economic Forum - www.weforum.org
- WTO Regional Trade Agreements Information System: <http://rtais.wto.org>
- WTO - www.wto.org